

# **Introduction of G5000 - W555H**

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**Product Manager Front Loaded Washers**



*Thinking of you*  
**Electrolux**

# USP - The new W555H



**1. Durability/Most profitable investment** - value for money (100% professional washer with lowest price per wash)



**2. Best economy** short and long term (low utility costs) without any compromises in terms of **performance** (guaranteed best wash results)



**3. Intuitive and flexible** (customized interfaces to fit all segments and customers)

AHL



OPL



Coin



The background of the slide features a large, artistic splash of water in shades of blue and white. In the upper right corner, there is a small inset image showing a brown coin resting on a line graph, symbolizing investment and value.

# **1. Durability/Most profitable investment - value for money**

**100% professional washer with lowest price per wash**



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# 1. Most Profitable Investment

Durability: Professional Machine **30 000 cycles**

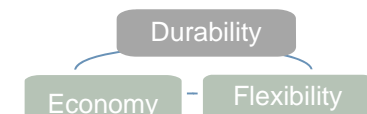
Best value for money – **lowest price/wash**



- W555H has the best value for money due to **lowest price per wash**
  - (price per wash = how many washes can be performed during the lifetime of the machine)
- The W555H is **unique** in the market with **30 000 cycles**
  - W4555H: 15 000 cycles
  - Competitor washers of corresponding capacity are either domestic (2 500 cycles) or semiprofessional (up to 15 000 cycles)

Currency: EUR	End- Customer price	Number of cycles	Price per wash
W555H	2 000	30 000	0,07
Competition 1 (semipro)	1 600	15 000	0,11
Competition 2 (domestic)	300	2 500	0,12

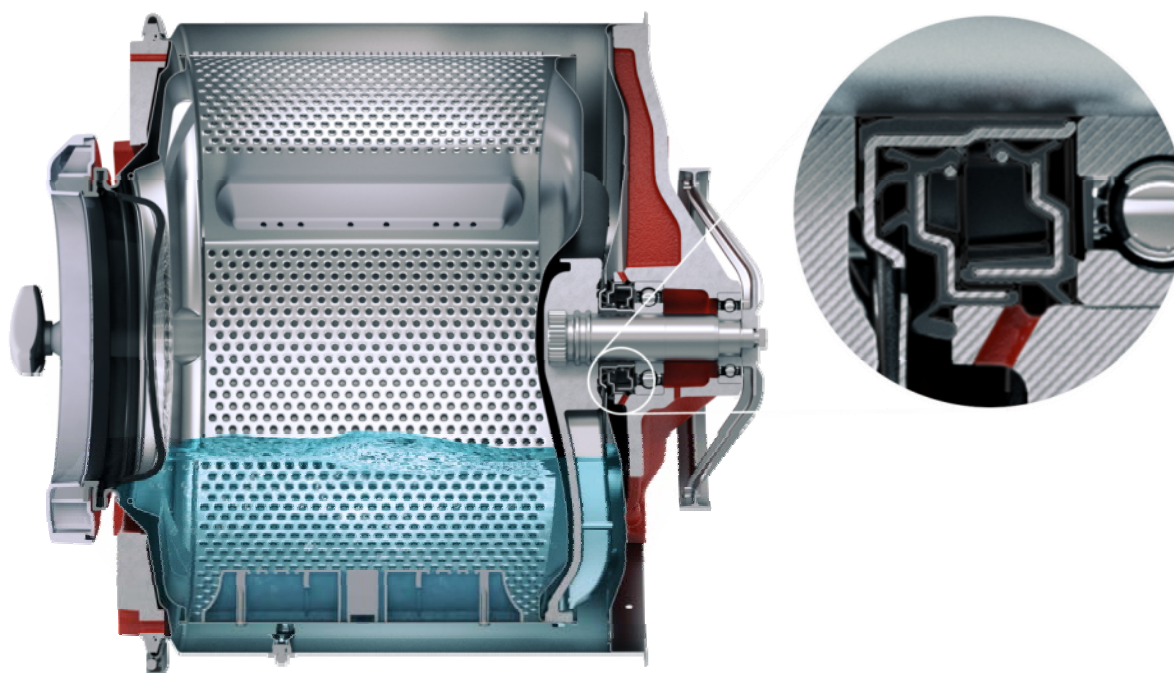
Example calculation Comparison Price per Wash professional, semiprofessiona and domestic





# 1. **New** Most Profitable Investment

**Durability: Heavy Duty Design - Professional Machine 30 000 cycles**

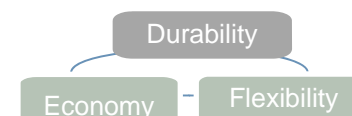


## **New Drum Design**

### **Machine quality**

Heavy duty bearings, designed for 30 000 cycles

Completely new sealings with 6 sealing lips and seal drain, preventing water from reaching the bearing house and destroying it



# 1. **New** Heavy Duty Design

**Durability: Professional Machine 30 000 cycles -  
New Drum Design - Sealing**



## Previous design

15 000 cycles

Sealing W455H

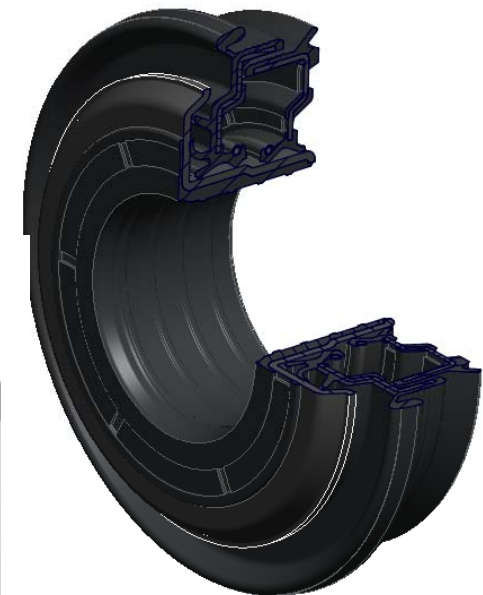
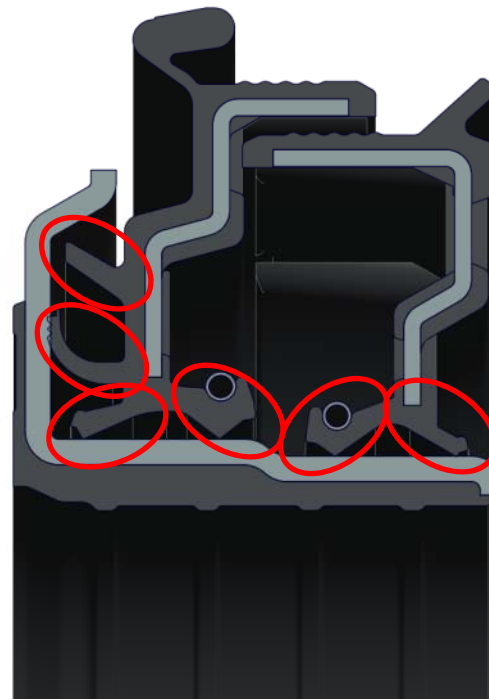


- 3 seals
- 2 small grease deposits

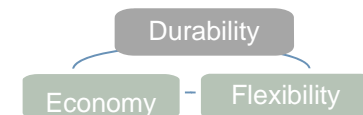
## New design

30 000 cycles

Sealing W555H



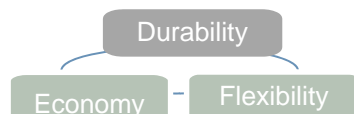
- 6 seals with drain
- 3 large grease deposits



# 1. **New** Design – G5000



- Old design



- New Design



Stainless steel front as option

**New design:**

- Control panel, integrated with the general graphics
- Visible brand, integrated with screen printing
- Compass Pro knob, elegant design and hi-fi feeling
- Family feeling with vertical wave

# 1. **New** Detergent Box



- Professional detergent box – New construction

## Hygienic

- solution to prevent building up of mold

## Easy maintenance

- Easy to clean, leading to less bacteria in the detergent box

## Improved machine quality

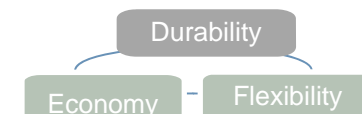
- No leakage of water and detergent on front panel of washer

## Safety

- No flushing if drawer is open (for hot water machines)

## Environmentally friendly and economical

- Less risk of overdosing

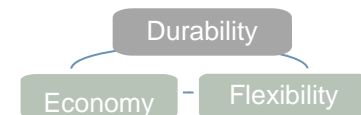




# 1. Detergent Box



- Unique in the market with the flexibility of 4 compartments, for powder and liquid detergent
- Possibility to connect to 5 liquid signals



# 1. New Power Balance



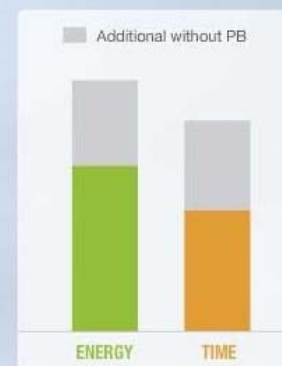
**Time saving** - fast distribution and **Best economy** by highest extraction: **530G** by real time monitoring of unbalance and real time adjustment of G factor throughout the entire extraction process

## Power Balance (PB)

Real time monitoring of unbalance and real time adjustment of G-force for fast distribution, correct unbalance control and high extraction



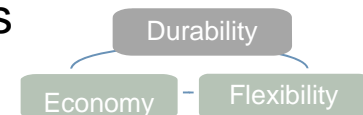
LOW MEDIUM HIGH



# 1. **New Power Balance** Benefits



- **Machine quality**
  - extended machine lifetime (20% less stress on parts due to less vibration)
- **Economy**
  - better dewatering due to increased G factor (530G)
  - Improved programme configuration (improved wash cycle/extended mechanical action due to shorter distribution sequences)
- **Ergonomy**
  - less vibration in installations sensitive to structure borne sound problems/residential areas, like AHL or other installations where noise and vibrations are an issue (the machine vibrates less, since it adjusts the spinning speed to the actual unbalance)
- **Analysis tool**
  - statistics function for after-sales. The statistical information will provide information on how the machine has been used (loads, imbalance), and will make possible analysis in use between different segments

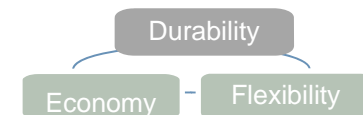


# 1. Door Handle and Door Lock



## Durability: Rugged door handle and lock mechanism

- Closing door requires active rotation of handle, perfectly in line with the Machine Directory 2006/42/EC
- Handle has good grip
- Soft shape, ergonomic, rubber surface inside
- Long neck, no risk to squeeze fingers
- Handle rotates if user tries to open the door when lock is activated - virtually indestructible
- Quick-release door lock, door opens immediately, time saving
- Door can always be opened (with or without electricity), but never during wash or extraction

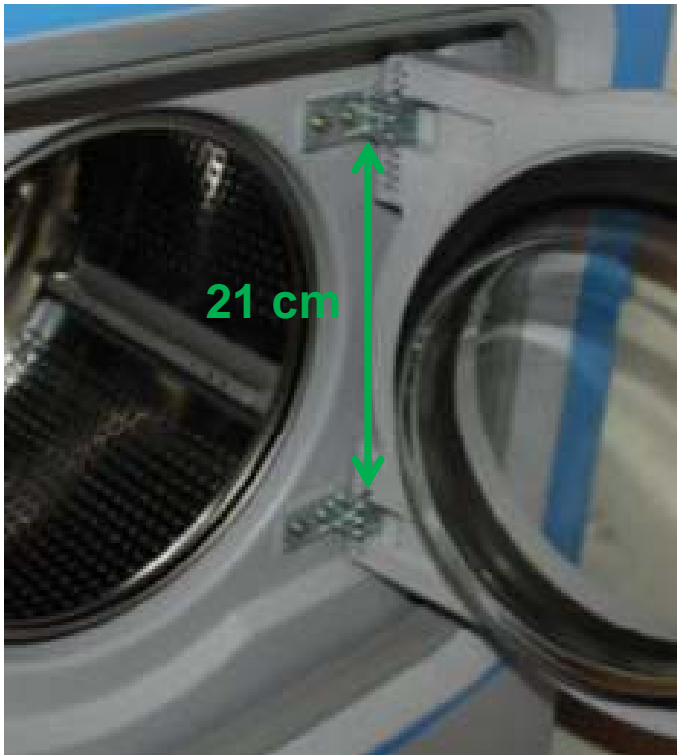




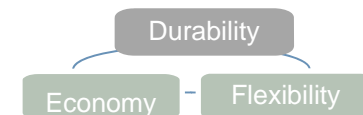
# 1. Door Hinges



Hinges wide apart, built for heavy operation and abuse



Sturdy steel door hinges

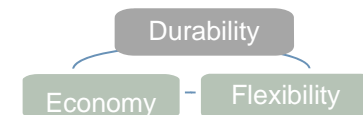


# 1. Door Seal



- Durability: Door seal is positioned in the door (compared to domestic solutions, with rubber bellow)

- **Durability/Economy**
  - No replacement needed
- **Hygienic**
  - No particles are stuck
- **Ergonomic**
  - Machine is easy to load and unload
- **No maintenance required**
  - No cleaning needed



## 2. Best economy short and long term

(low utility costs) without any compromises in terms of performance (guaranteed best wash results)



*Thinking of you*  
**Electrolux**



## 2. **New** Wash Triangle



- The Wash Triangle adjusts the wash process to the CUSTOMER NEEDS
- The users will, in a FAST and EASY way, ALWAYS obtain THE BEST RESULTS, with minimum ECONOMIC and ECOLOGIC impact





## 2. New Wash Triangle



### Background/Facts

- The demands of professional customers are:
  - 1. lowest possible utility costs (high RoI through low best economy) with the
  - 2. most professional wash results (high quality/performance) and in the
  - 3. shortest process time (high RoI through high output)
- According to the principles of the wash process (including Sinners circle), it is impossible to achieve simultaneously best results with lowest consumption and in shortest time
  - (best wash results imply need increase of time and increase of temperature, which increases costs)
- But the same customer can have different starting points/needs at different times (the degree of soil on garments may differ, as the need of a fast process time)

### Solution: the Electrolux Wash Triangle:




- 3 different wash configurations from one and the same wash programme, providing the users the flexibility to finetune the wash programmes depending on their needs in any context



## 2. New Wash Triangle

### Example in hospitality with terry towel laundry



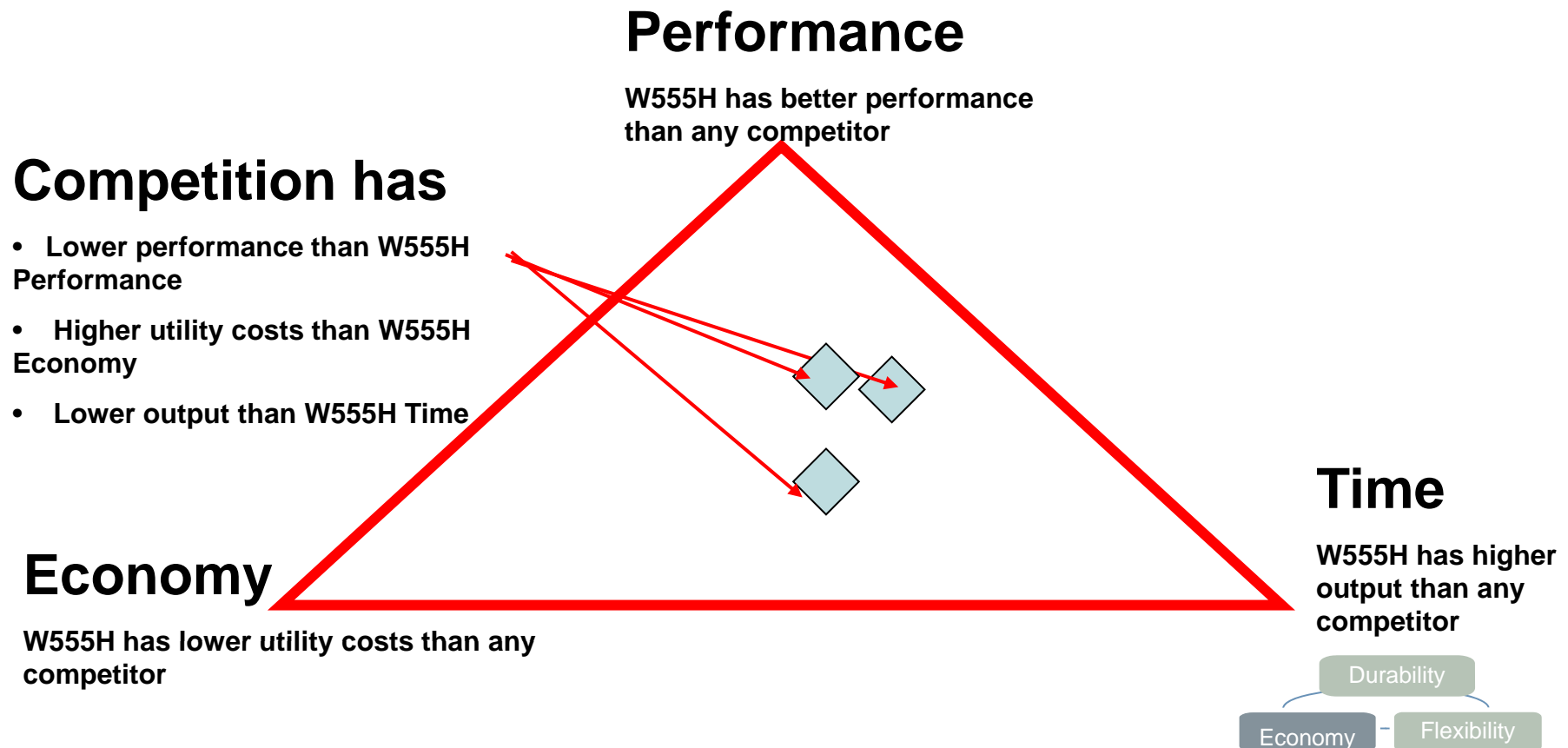
Description of Customer Situation	Triangle Corner to select (symbol on Compass Pro buttons)	Symbol Explanation	Text (shown on Compass Pro display)	End result (cleanliness) scale from 1 to 5 (5 is best)	Consequence
Linen is medium soiled Low utility costs and best wash result are main priority Use the default 40 or 60 degree wash programme - Economy	Economy/Ecology 	Tree (with the shape of Electrolux Green Tree symbol)	Eco	Light soiled 5 Medium soiled 5 Heavy soiled 4	Lowest possible consumption of water and energy. Highest savings
Heavily soiled linen, customer can use the 40 or 60 or 90 degree wash programme - Performance.	Performance 	Soiled T-shirt	Heavy soiled	Light soiled 5 Medium soiled 5 Heavy soiled 5	Best possible wash results for heavily soiled garments
High output/short process time is needed, for light to medium soiled linen, use the 40 or 60 degree wash programme - Time	Time 	Runner	Quick	Light soiled 5 Medium soiled 4 Heavy soiled 3	Shortest possible wash time, high output



## 2. **New** Wash Triangle



With the Electrolux wash triangle, we are ALWAYS better than competition at any one of the 3 parameters, taken into consideration the customer's needs (performance, economy or time)



## 2. New Wash Triangle



### Wash Triangle

Provides the flexibility to finetune the wash programmes depending on customer needs (Performance, Economy and Time) always with best result.



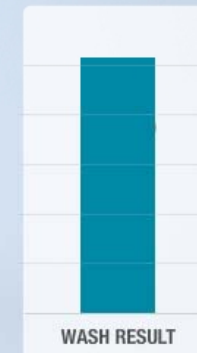
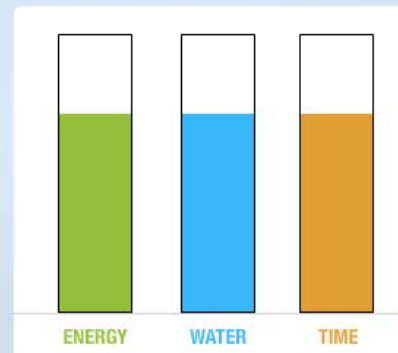
Water saving



Detergent saving



Energy saving



DEGREE OF SOIL



LOW



MEDIUM



HIGH





## 2. **New** Improved wash programmes

### Improvements parameters W555H vs. W455H



Economy 6G01				
Model	Water Consumption (l)	Energy Consumption kWh	Wash result (1-5)	Programme length (min)
W455H	62	1,0	3	55
W555H	<b>48</b>	<b>0,9</b>	<b>4</b>	59

Performance 6G04				
Model	Water Consumption (l)	Energy Consumption kWh	Wash result (1-5)	Programme length (min)
W455H	83	1,3	5	69
W555H	<b>54</b>	1,3	5	<b>65</b>

Time 6G03				
Model	Water Consumption (l)	Energy Consumption kWh	Wash result (1-5)	Programme length (min)
W455H	67	1,0	3	44
W555H	<b>51</b>	<b>0,9</b>	3	44

Programme Normal 60 degrees, cold water

#### Economy package:

- Water reduction
- Energy reduction
- Improved wash result (heavy soiled)

#### Performance package:

- Water reduction
- Shorter wash time

#### Time package:

- Water reduction
- Energy reduction



## 2. **New** Increased G force



- Increased G force from 425G to 530G without any compromises on the machine structure and long-term quality

### Power Balance (PB)

Real time monitoring of unbalance and real time adjustment of G-force for fast distribution, correct unbalance control and high extraction



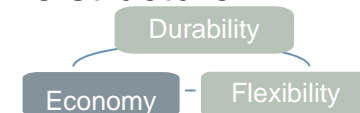
High G factor and best dewatering for low unbalance

### Power Balance (PB)

Real time monitoring of unbalance and real time adjustment of G-force for fast distribution, correct unbalance control and high extraction



Provided the unbalance increases during the extraction, the G factor adjusts – gentle to machine structure



## 2. **New** Increased G force and Improved wash programmes compared to W455H



- Most efficient programme packages (lowest water and energy consumption)
- Increased G factor from 425G to 530G, leading to savings in drying
  - Note! Exception Marine (Same G factor as before)

Currency	EUR
Price Energy/kWh	0,2
Price water/cubic meter	2,00
Wash cycles per day	6
Working days per year	300
Number of machines	1

Savings/year from improved dewatering	44
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Savings/year from improved programmes	74
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Total Savings/year	EUR	118
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Total Savings in 10 years	EUR	1 179
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Example Savings from improved programme packages and improved dewatering (60 degree Eco)



## 2. Drum Speed Soak



### Speed Soak inner drum: large perforation and spray lifters

- **Optimal wash and rinse process**
  - fast soaking of garments through large holes, catalyzed by the spray lifters, leads to more time for the actual wash process, as well as better flushing at rinse
- **Less wear and tear/damage of garments**
  - fast soaking reduces the mechanical action on dry garments
  - countersunk holes: no wear and tear
- **Hygiene**
  - good pass through out of the drum of solid particles (particularly relevant for nursing homes, facility management)
- **Economy**
  - the best dewatering/extraction (water passes out of the drum faster), leading to low water retention, savings in energy in drying
- **Economy**
  - water optimization as you have the same level of water in the inner drum as in the outer drum (see picture on next slide)



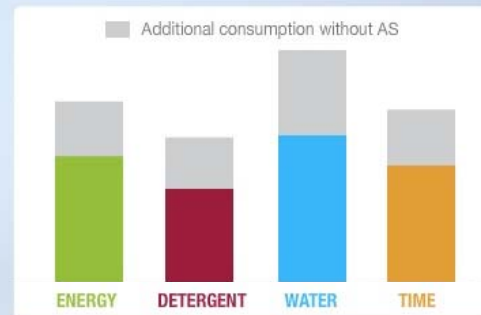


## 2. AS Automatic Savings System



### AS Automatic Saving System

Adjusts the amount of water and energy depending on the load of the machine.



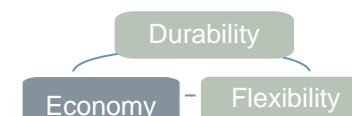
## 2. AS Automatic Savings System W555H vs. Competitors

Independent Test Energimyndigheten, Sweden, 2011



Wash programme performance for std programme (60 degrees)	<b>W555H</b>	Asko WMC 64P/V	Note! PW 6065 Vario
Load	Full load 5,5 kg, Half load 2,75 kg	Full load 6 kg, Half load 3 kg	Full load 6,5 kg, Half load 3,25 kg
Washing result 1/1:	1,00	0,86	0,95
Washing result 1/2:	<b>1,05</b>	0,96	0,98
Moisture retention 1/1	<b>48%</b>	54%	49%
Moisture retention 1/2	<b>50%</b>	57%	53%
Energy consumption full load (kWh/kg linen):	0,16	0,16	0,15
Energy consumption half load (kWh/kg linen):	0,21	0,22	0,22
Water consumption full load (l/kg dry linen):	<b>8,18</b>	9,17	8,77
Water consumption half load (l/kg dry linen):	<b>8,73</b>	14,00	13,54
Sound level wash dB (A)	49	55	49
Soundlevel extraction dB (A)	66	72	70

Based on test Energimyndigheten, Sweden, 2011  
For more information, see <http://www.energimyndigheten.se/>





### **3. Intuitive and flexible**

**(customized interfaces to fit all segments and customers)**



*Thinking of you*  
**Electrolux**

### 3. Compass Pro

**New** intuitive user interface Starting point:  
the USER...



AHL,  
Sweden



Coin,  
Japan

- Primary data: qualitative
  - Input from sales people
  - Visits to locations, interviews with customers (buyers and end-users)
  - User observations
  - Over 120 interviews of users, in both AHL, nursing homes, mop installations and coin conducted in Sweden, USA, Japan, UK, Spain, France
- Secondary data: quantitative
  - Wash habits of end-users
  - Textile development
  - Care label trends
  - Most appreciated wash programmes, features and options





### 3. Compass Pro

**New** intuitive user interface

Consumer operated: what the user has to say



- "I love your machines, but what a pity that you only have 2 wash programs!"



- "I wish your wash programs would be better, as the stains do not come off!"



### 3. Compass Pro

#### Other comments from users (selection)



It is difficult to find options, such as prewash or extra rinse

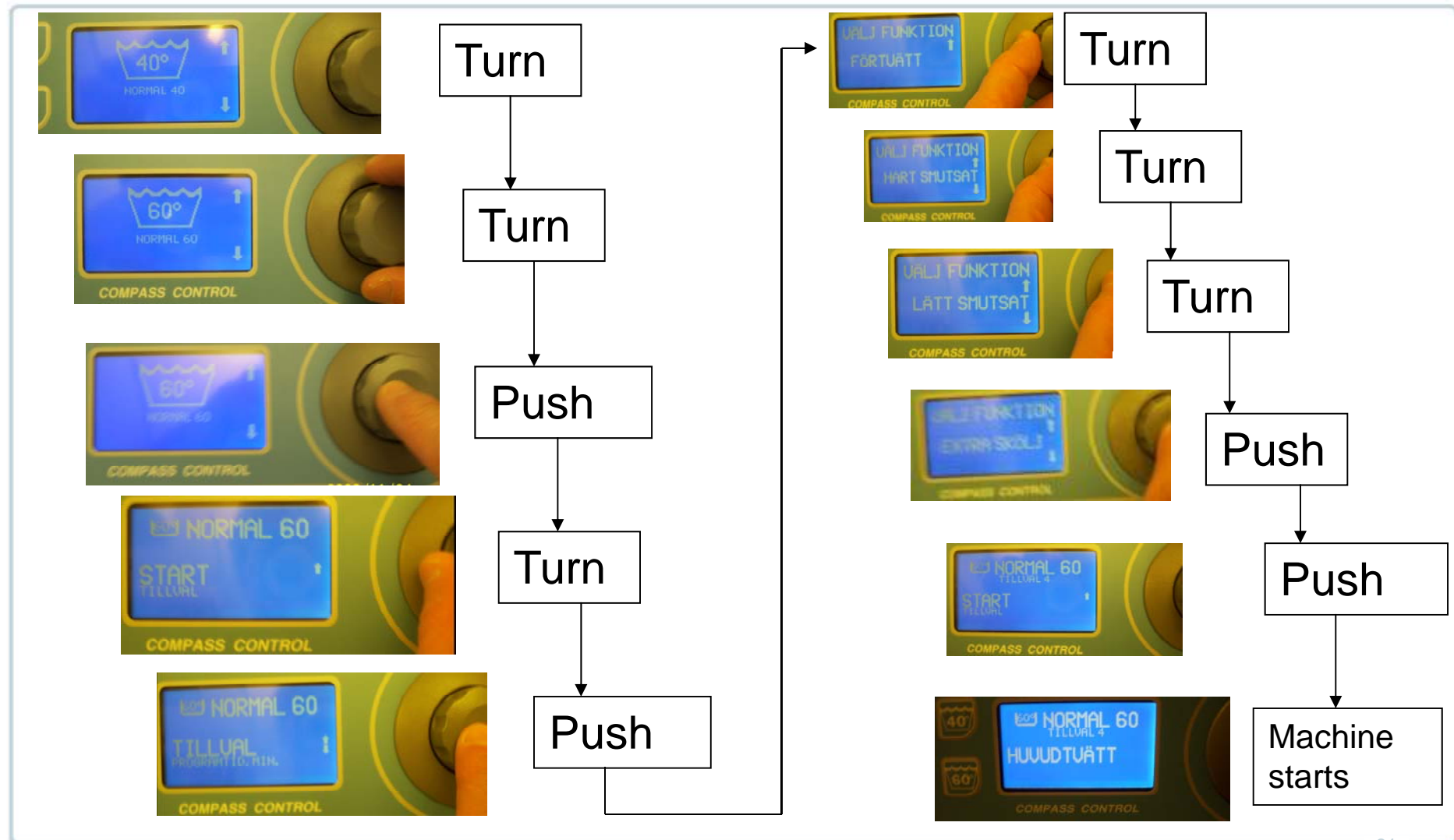
I would like to rinse the machine from previous users

It is difficult to interrupt the wash programme in order to insert a forgotten garment, or to take out something inserted by mistake.

It would be great to have a reset button, for situations in which you wind up in menus which are difficult to exit



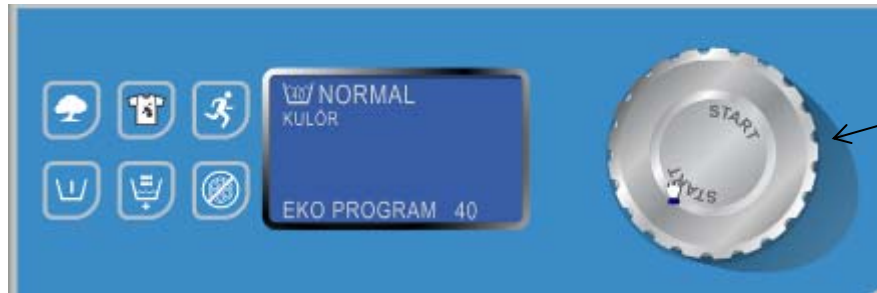
### 3. Example Compass: W455H User Interface 60 degrees programme, heavy soiled



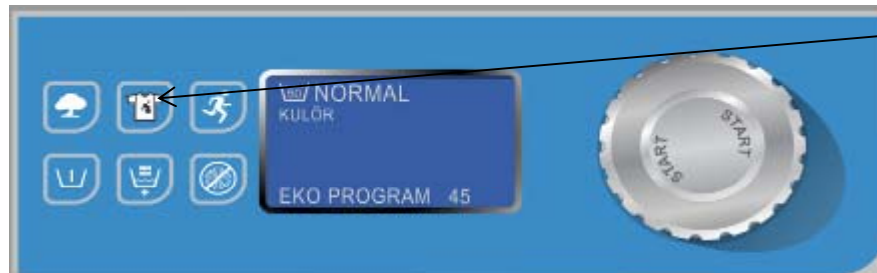
### 3. Compass Pro - **New** intuitive user interface

Example Compass Pro: W555H User Interface

60 degrees programme, heavy soiled



Turn knob for  
programme selection



Push button  
Heavy soiled  
(Performance)



Push knob  
Machine starts

[Link to Simulators](#)

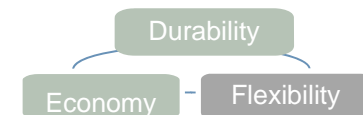
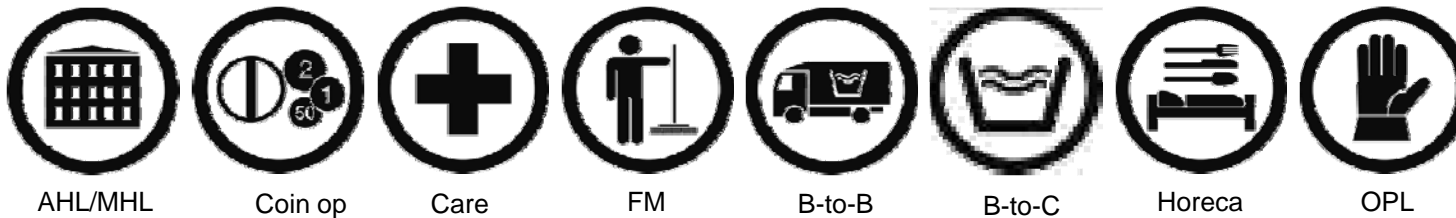




### 3. Compass Pro Flexible Interfaces for Different Segments



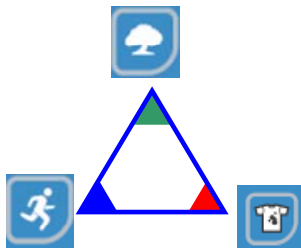
- Versatile HMI to suit each segment
  - Segment specific interfaces
  - Wash triangle (AHL, OPL)



### 3. Compass Pro Flexible Interfaces for Different Segments



Economy/Ecology: lowest water and energy consumption

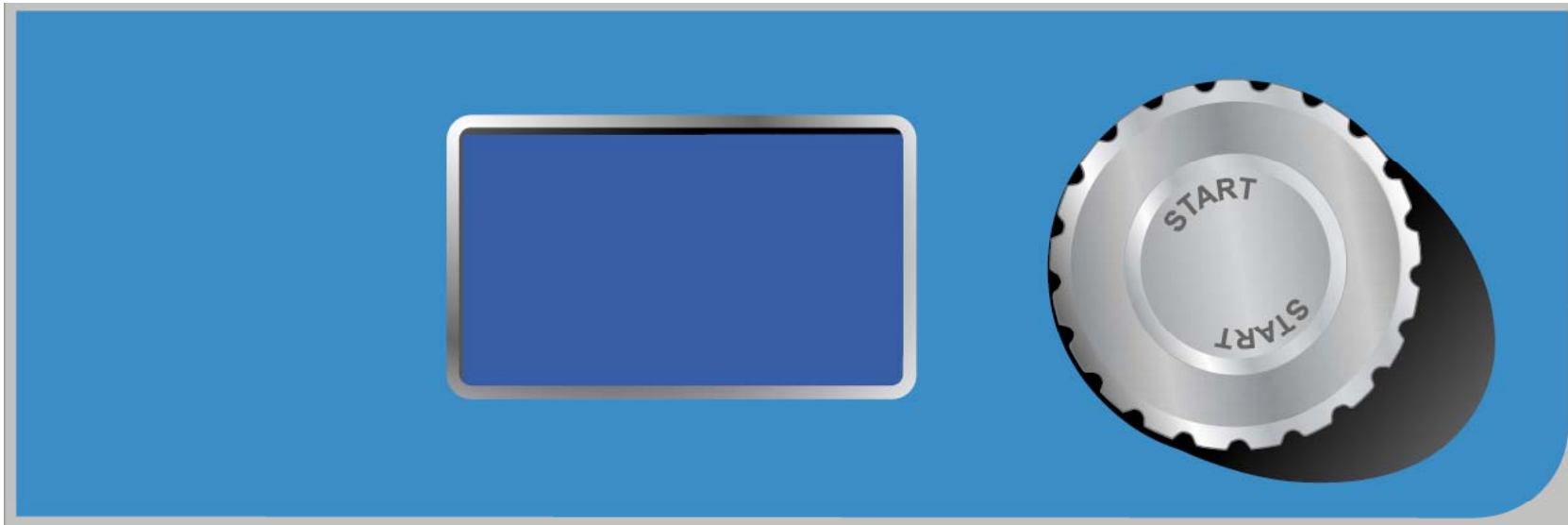


Time: shortest process time

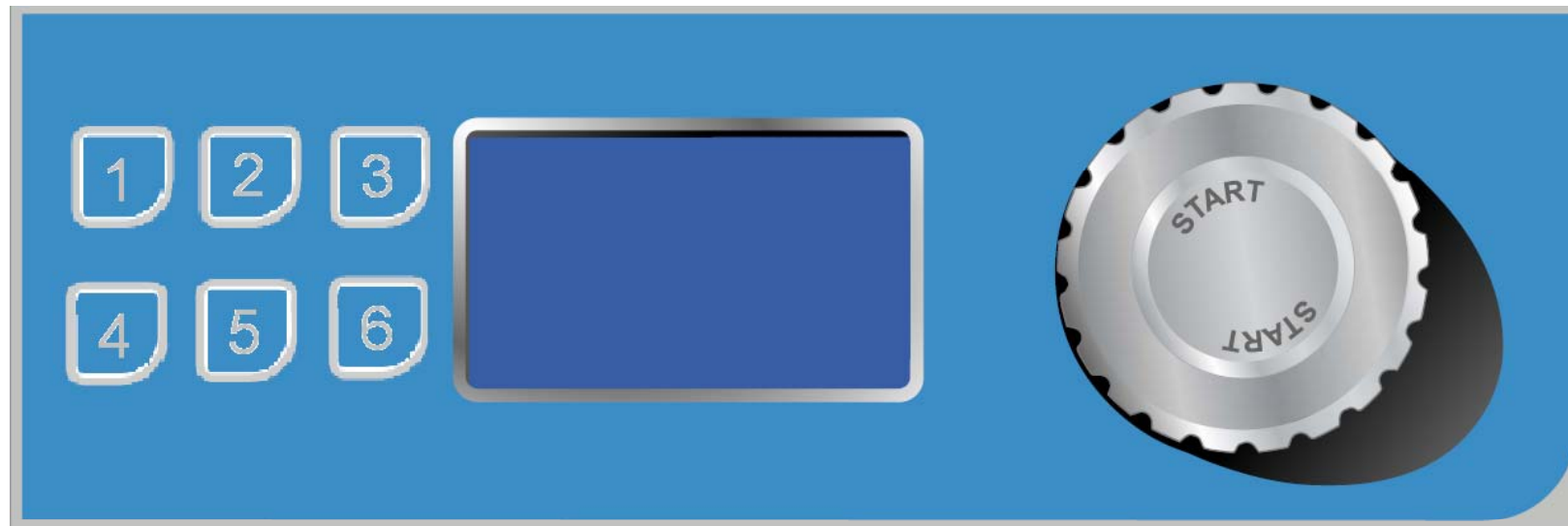
Performance: Best wash result



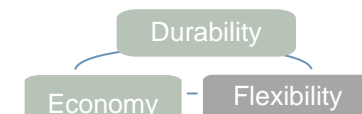
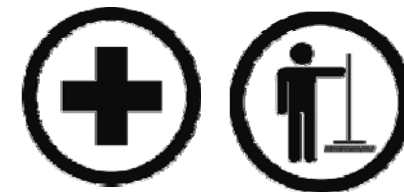
### 3. Compass Pro Flexible Interfaces for Different Segments



### 3. Compass Pro Flexible Interfaces for Different Segments



- 6 buttons, to be used as quick start programmes, or options

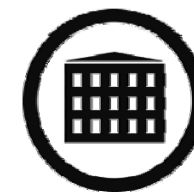
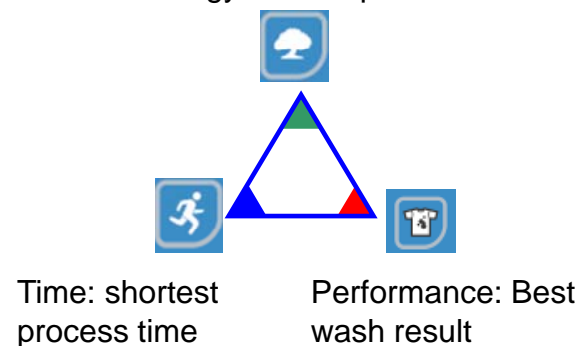




# 3.Compass Pro Flexible Interfaces for Different Segments



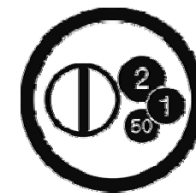
Economy/Ecology: lowest water and energy consumption



### 3. Compass Pro Flexible Interfaces for Different Segments



2 options, Heavy Soiled and Extra Rinse



# Sum Up News W555H



## 1. 100% professional machine

1. 30 000 cycles
2. New detergent box
3. Power Balance

## 2. Economy and Environmental friendliness

- Best investment value for money (lowest price per wash)
- Most efficient programme packages (with lowest water and energy consumption)
- Increased G factor from 425G to 530G – Note! Exception Marine (Same G factor as before)
- Wash Triangle

## 3. Versatile, segment oriented

- Compass Pro with tailor-made interfaces and improved language capability (18 languages and more to come)
- Wash Triangle easy to select (Economy/savings – Time/speed and Performance/quality)

## 4. Ergonomic and intelligent

- Voice guidance as option – Q3 - 21012
- USB port for downloading software available on control panel
- Connection to CMIS – Q3 - 2012





# Introduction of G5000 – T5130

Kent Johansson

Product Manager Tumble Dryers



*Thinking of you*  
**Electrolux**



# Want to save money?



- **T5130 is up to 30% cheaper** than other semipro dryer of the same capacity in the market

# T5130 is up to 30% cheaper



- T5130 is unique in the market: a professional **30.000 cycle dryer** of small capacity
  - Other dryers of this capacity are domestic (2.500 cycles), or semiprofessional (15.000 cycles)
- T5130 has the best value for money due to the **LOWEST PRICE PER DRY**

Currency: EUR	End- Customer price	Number of cycles	Price per drying cycles
T5130	1 700	30 000	0,06
Competition 1 (semipro)	1 400	15 000	0,09
Competition 2 (domestic)	300	2 500	0,12

Example calculation Comparison Price per Dryprofessional, semiprofessional and domestic



## T5130 is up to 30% cheaper



# USP – The New T5130



- **Durability / Most profitable investment**  
Highest perceived quality and value for money
- **Best economy / High performance**  
Short drying time and low energy consumption
- **Intuitive / Flexible**  
User friendly interface and functionality fits all segments and customers needs

# T5130 is designed to make our customers happy



Durability



Economy

Flexibility

With every step our Customer takes, Dyers 5000 have something more to offer



# Some examples



## Value for money

100 % Professional - 30000 cycles

Currency: EUR	End- Customer price	Number of cycles	Price per drying cycles
T5130	1 700	30 000	0,06
Competition 1 (semipro)	1 400	15 000	0,09
Competition 2 (domestic)	300	2 500	0,12

## User friendly interface



HMI Washer AHL



HMI Dryer AHL

## Low energy consumption

New T5130

Saves you up to Euro 58:00 per year in comparison with Miele PT 7135

6	load per day
300	Days per per year
6	Nominal load
0,75	Load factor
8 100	Yearly load
50%	moisture after extraction
5%	moisture after drying
1,01	kWh/kg H2O - Miele
0,93	kWh/kg H2O - T5130
0,2	Euro/kWh
58	<b>Euro Saving per year</b>



**Compass Pro:** Same User interface for  
washer and dryer – family feeling

One Company Approach  
Immediately recognizable

**Design**



# Design



Compass Pro



Vertical wave



New door handle

# Design



- Old Design



- New Design





# Front panels



Stainless /grey



Blue/grey



# Time savings



## Air flow Exhaust - Axial airflow

Redesign of air flow throw front door

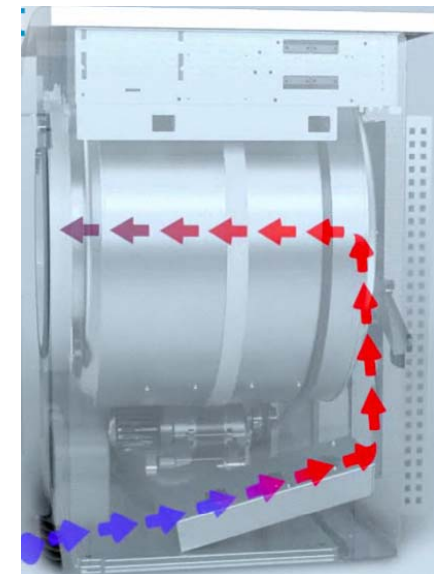
– better air tightness

Bigger fan wheel which is less sensitive to restrictions.

+ Improved air flow

+ Higher maximum pressure drop

+ Shorter drying time



Model	T4130	T5130
Drying time	36,4	32
Evaporation gr/min	81	92,8
Power consumption kWh/kg water	0,93	0,93

Durability

Economy

Flexibility

# Energy savings

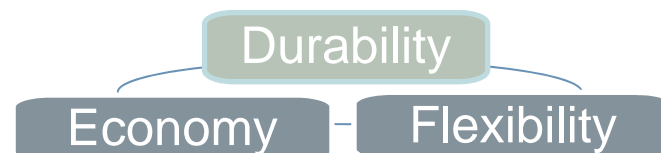


- **Air flow – Condense dryer**
- A condense dryer does not require exhaust connection to the outside.
- Dries the air in a condense using room air for cooling

Improved lint filter in the door

Redesign of air flow throw front door  
– better air tightness

- + less lint in the condense unit
- + better air tightness
- + lower energy consumption



# Energy Savings



## Lower energy consumption

Model	T4130C	T5130C
Drying time	69	61
Evaporation gr/min	43	48
Power consumption kWh/kg water	1,18	1,00

### New T5130 C

Saves you up to  
Euro 131:00 per  
year in compared  
to T4130 C

6	load per day
300	Days per per year
6	Nominal load
0,75	Load factor
8 100	Yearly load
50%	moisture after extraction
5%	moisture after drying
1,18	kWh/kg H2O - T4130 C
1	kWh/kg H2O - T5130 C
0,2	Euro/kWh
131	<b>Euro Saving per year</b>



Durability

Economy

Flexibility



# Best Performance



- **Reversible door**
- Changeable from the right to the left side with steel hinges
- New ergonomic door handle
- Improved door hinges
- New improved felt-seal around the door inlet hole and around the filter box for better air tightness
- Reed-switch implemented to confirm door closed (instead of micro-switch) same type as on Line 5000 dryer

- + Strong and Flexible door for heavy operation
- + Better air tightness
- + Less service call

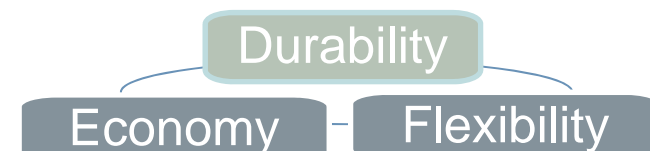


# Silent drying process



## Sound level

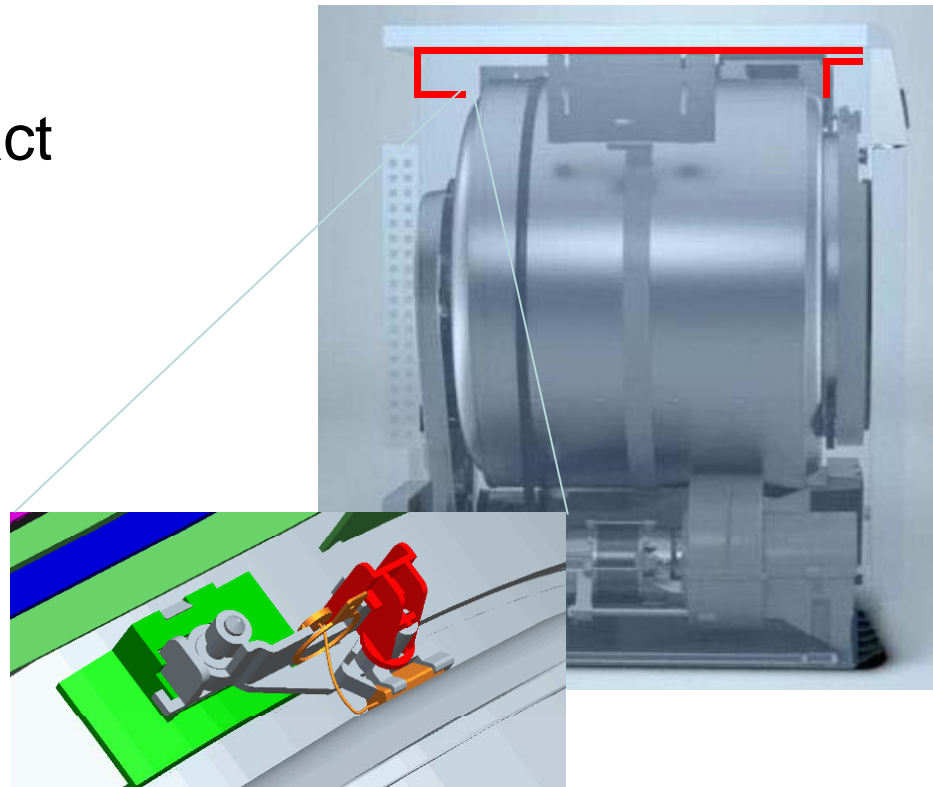
- Redesign of RMC to reduce sound level
  - Reduced “fan / air noise” by better air tightness
  - Special designed lower plate to prevent noise
- 
- + Lower plate – lower sound level
  - + Improved RMC
  - + Reduced sound level



# Time and energy savings



- RMC Residual Moisture Control measures the exact moisture content through the whole process.
- Redesign of RMC for an accurate drying result , a low energy consumption and long lifetime.
- 
- + Shorter drying time
- + Prevents over-drying
- + Energy savings
- + Less Service Call



# Spacesaver



- Stack the dryer on the washer to save floor space
- Reversible door hinges right to left hanging

New ergonomic door handle

New design – lower plate

USB connection on the front

Easy access and faster service

Available on washer and dryer

+ Easy serviceability

+ More ergonomic



Durability

Economy

Flexibility



# Extra long lifecycle for professional use

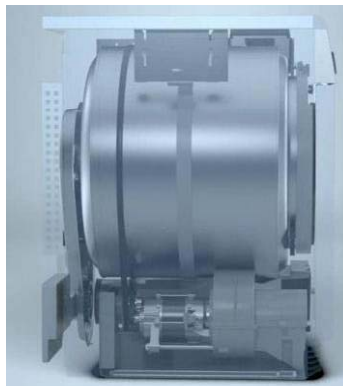


- **Extreme robust and durable cabinet**
- All metal parts in frame and cabinet are manufactured in galvanised steel. Cabinet panels have four-layer surface treatment, including galvanisation and powder painting to prevent rust and corrosion.



## **Outer drum**

Professionally built outer drum in stainless steel



# Easy to use



- **Compass Pro**
- Large and clear display with knob for easy program selection
- Easy access with user friendly interface
- Language selection
- Service program for adjustment of the parameters



# Easy to use

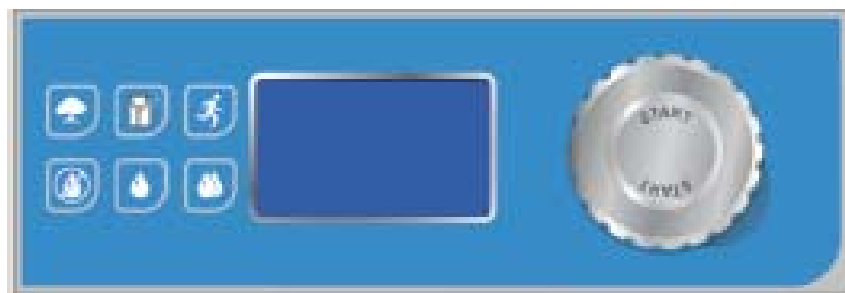


## Compass Pro

- Quick selection of residual moisture through push-buttons
- Drying program packages optimized on Economy, Care and Time.
- **Eco Button** - Saves 5 % energy.
- **Care Button** - Gives a better finish to the linen
- **Time** (default set-up) - Gives the shortest possible cycle



# Compass Pro Dryer AHL / OPL RMC Triangle



## Options



**Extra dry**  
0% moisture

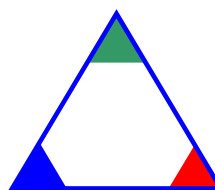


**Dry**  
0% moisture (+-3%)



**Iron Dry**  
10% moisture

## Triangle



### Time (default)

Quick drying The program will be ready as quickly as possible



### Economy




Eco friendly drying Energy savings



### Care

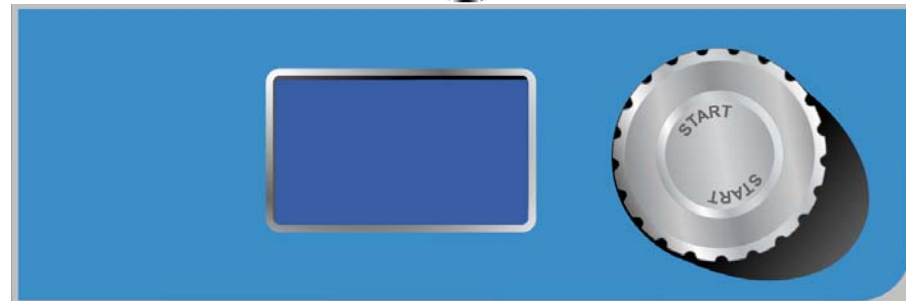
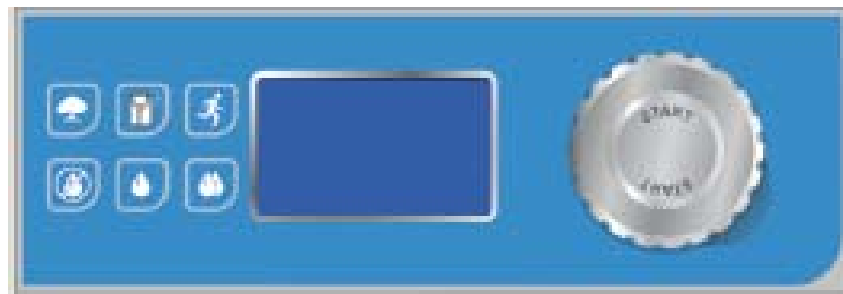
Gentle drying Drying of sensitive fabrics. Only suitable for small loads.

# Drying Triangle

			Broschures, Website etc.	Display	Symbol	Description	
Drying Triangle (Only dryers RMC and reversing)			Care	Care	Shiny shirt	Gentle drying for delicate garments	Small load
			Economy	Eco	Tree (with the shape of Electrolux Green Tree symbol)	Dries with as low energy consumption that possible	
	Default		Time	Time	Runner	The wash becomes dry as fast as possible	



# Compass Pro Segments



# Sum up



- New dryer T5130, performance without compromises. Professional dryer
  - Improved timer, intuitive HMI (Compass Pro)
  - New design
  - Better performance
  - Improved quality
  - Redesign air flow throw front door
  - Improved air flow and back pressure capacity (vented machine)
  - Improved door hinges
  - Change to a reed switch (door)
  - Redesign of RMC to reduce sound level
  - Improve feet stability
  - USB Connection in the front panel



# Common on W555H and T5130



*Thinking of you*  
**Electrolux**

# Compass Pro USB port on control panel



- USB port for connection to WPM, CST
- Connection as slave (download of software to machine)
- Regular USB cable with B type plug in the machine



# Compass Pro USB port on control panel



## USB connection

- Placement: under the top panel (inconvenient access, as the top panel needs to be removed; for stacked solution, double inconvenient, as the dryer needs to be removed first)
- Communication port: special programme load and cable contactt, ELS solution

USB port W455H



USB port W555H



## USB connection

- Solution of extension cable from USB under top lid to front of the machine
- Placement: on control panel, easy access
- Communication: regular USB cable
- Note that even if the USB contact is damaged, the machine will still work and the USB contact inside the machine can be used
- If customers dislikes the visibility of the USB port, it can be covered with a lid (to be ordered through SP)





# Compass Pro

## Other Differences Compass Pro vs. Compass



Feature	Compass	Compass Pro
Memory (RAM) - kByte	4	16
Maximum number of wash/dry programmes	50	55
Own made programs	10	15
Communication port	Special "programme load" and cable contact only ELS	Standard USB cable
Language	Multilingual, limited capability. 13 languages	Multilingual, increased capability. 18 languages and more to be developed*
Access to service menu via knob	NO	YES
Connection CMIS	NO	YES (Q3 - 2012)
Real Time clock (ready time)	NO	YES
Voice Guide (kit)	NO	YES (Q3 - 2012)
User interface variants	3 main (max 2 buttons)	6 main (max 6 buttons)
Programme libraries	13	19, with added programme packages (fire, equestrian) as well as new programs (allergy, drum rinse, machine cleaning)

EN-SE-NO-FR-DE-ES-DK-NL-CZ-FI-IT-PT-GR-RU-PL-HU-RO-JP

# Other new features on W555H/T5130

## VG – Voice Guidance – ready Q3 - 2012



- Economy: The machine "speaks" and guides the customer on how to operate the machine (program selection, coin insert etc.)
- Separate kits on W555H (I/O card with loudspeakers, cable, instructions, console)
  - Languages to start with: Swedish, English, French, German, Italian and Spanish
- Voice will be synthetic
- Support will be needed from SC and other partners in order to confirm pronunciation before implementation



*"Please close door"*

*"To start, push button.."*

*"Normal 60, heavy soiled"*

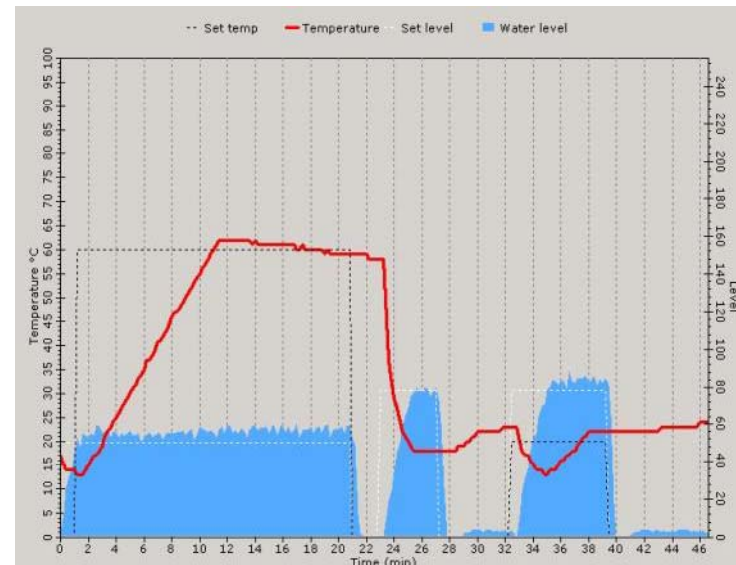
# Other new features on W555H/T5130 CMIS – ready Q3 - 21012



## – Improved Profitability

- Utility Management
- Process Management
- Statistics/Cost Management
- Machine Service and Maintenance Management

## – Process Validation



# Other Simulators



PNC: 988800701, 1 hardware for WE and TD, all segments, different adapters (type A, C, G and I)

Specific software to be downloaded on web

Simulator will be available for ordering starting mid March



# Practical Information



- Phase in W555H and T5130/Phase out W455H and T4130 ongoing
- Phase in-phase out will be finalized March
- Transfer pricing W555H compared to W455H (2012): increase of around 1,5%
- Transfer pricing T5130 compared to T4130 (2012): increase of around 0,7%
- Complete training and questionnaire: available on Interactive